

"...SIMPLE GOOD CITIZENSHIP REQUIRED THAT WE SUPPLY OUR GOVERNMENT AND OUR MILITARY WITH THOSE GOODS THEY NEED..."--DOW CHEMICAL

Good citizenship meant destroying 12% of South Vietnam (5 million acres) with 2,4-D (dichlorophenoxyacetic acid), 2,4,5-T (2,4,5 trichlorophenoxyacetic acid), picloram (the most toxic, persistent herbicide ever developed) and cacodylic acid (54% arsenic). They used 13 times the recommended concentration of agent orange (50% 2,4-D and 2,4,5-T; 50% butyl esters). Cacodylic was (only) used at 7 times the recommended concentration. Picloram cannot be used in the U.S. \*

These herbicides have teratogenic (fetus-deforming) effects when used in the same concentrations being sprayed in Vietnam. In areas of heavy spraying, which is what happens when the US Air Force sprays, there are reports of numerous miscarriages and birth defects. 2,4-D was classified as "potentially dangerous", while 2,4,5-T and PCNB were "probably dangerous". (National Cancer Institute)

"ONLY WE CAN PREVENT FORESTS"

--US DEFOLIATION TEAM, OPERATION RANCH-HAND  
VIETNAM

Dow received over \$10 million in 1969 defense contracts for this good citizenship, including one contract to test picloram on the Puerto Ricans (at about 18 times the normal concentration--no leaves for two years).

Good citizenship meant being the top contractor for aluminum airfield landing mats, for instant counter-insurgency landings around the world, and a supplier of chemicals, engineering services and research and development.

Good citizenship meant operating the Rocky Flats, Colorado, classified nuclear weapons facility for the Atomic Energy Commission.

And, of course, napalm. (You think they stopped making it? No, they just moved operations to Germany--they're planning to build the plant there now.)

ALL THIS FOR SIMPLE GOOD CITIZENSHIP? NO, FOR GOOD OLD PROFITS.

Dow is in the business of making profits. From the government, when it can. Or overseas. Dow operates plants in 22 foreign countries (including much of Latin America, Spain, Greece, South Korea and South Africa). They have operations in almost every country. 26% of their sales were abroad (in 1968; up 10% from 1967). So "good citizenship" has a double bonus--profit and protection... protection by the US Armed Forces for their overseas investments.

Dow waited until the marines had pacified the Dominican Republic before they went in. And US military aid helps the dictatorship in Brazil to maintain Dow's operation there. And Greece. And South Korea. And...

BUT "GOOD CITIZENSHIP" DOESN'T MEAN BYPASSING PROFITS FOR THE BENEFIT OF THE U.S. GOVERNMENT.

(OVER)

Dow lobbied until it had abolished the tariffs on its own raw materials (like naptha, at their free trade zone at Bay City, Michigan), while it successfully blocked tariff reductions for the import of petrochemical products in competition with Dow--keeping its costs (and taxes) down and prices up. And while it cried about foreign competition, with their lower costs, here in the U.S., it moved operations abroad to take advantage of those lower costs. Getting its cake and eating it too.

Dow also got the U.S. government to loan money to the Dominican Republic for joint development of 200,000 acres of government land with a consortium that Dow is a part of. The Dominican Republic puts up all the capital (the U.S. loan which must be repaid) and the consortium provides the facilities and technology. And they get their share of the profits. In effect, Dow's profits in the Dominican Republic are subsidized by the U.S. government.

Dow was going to give the same deal to Argentina, Paraguay and Iran. But action on Iran was delayed until the land for the deal was "aggregated" by the government of Iran.

And Dow gets the U.S. to pay for research for its new products (read: profits). "...our approach, particularly in the area of research and development, is to seek programs which can lead the Company into new technology..."--Dow 1967 Annual Report. In other words, Dow gets government contracts to do research in areas Dow can adapt the technology developed at government expense to commercial profits. Subsidized development.

#### GOOD CITIZENSHIP MEANS GOOD BUSINESS

Dow's good citizenship, of course, does not extend to its workers. Dow doesn't mind massive lay-offs--in 1968, between 600-1000 workers were fired at Midland. Job security? Not profitable. And, although it is not a written policy, few women advance and few blacks get jobs. At a recent meeting of the top 50 executives there were no blacks or women. But then, it isn't profitable.

#### RECRUITING MEANS PROFITS TOO AND THE UNIVERSITY HELPS

The university helps Dow, and corporations like it, by doing the war research and training the officers necessary to protect U.S. corporations' investments abroad. And research to protect their investments here. And by permitting recruiting--recruiting which provides the technicians and executives needed by Dow to continue making their profits.

But the university doesn't do it out of citizenship. The University of Michigan holds \$1.3 million in Dow stock. And when Dow profits, the university profits.

#### DOW--RECRUITING FOR GOOD CITIZENSHIP MARCH 2 AND 3